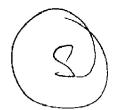
To: From:

Schwalm, S

Campbell, Judy 6/29/98 14:00

Edited:

Subject: McLANE NE / AUGUST SALEM TEAR TAPE



Hi Sharon,

Based on your E-Mail of 6/25/98, outlining current residual at McLane NE, here is what the 'Game Plan' for August will be as for product shipments of Salem Tear Tape:

	SALEM	SALEM	*	SALEM LT 400
	KING	100	LT KG	LT 100
EXCESS CTNS.	5 1174 (39.1 Cs.)	1846 (61.5 Cs.)	3320 (110.6 (Cs.) 2074 (69.1 Cs.)
AUG. NEEDS	1396 (46.5 Cs.) (BASED ON AUGUS	970 (32.3 Cs.) T TEMPLATE)	1926 (64.2 C	s.) 1176 (39.2 Cs.)

Based on these numbers, I will order 8 cases Salem King into McLane NE for August distribution. No other brand styles will be ordered to McLane NE for August. Based on the above numbers, the following residual should STILL be on-hand after August Salem Tear Tape distribution:

0 Cs. King

29.2 Cs. 100

46.4 Cs. Lt Kg

29.9 Lt 100

ar Tape

Aand Aleady me

Late an Jard Aleady me

The annual Aleady Let me know if your numbers match these. If so, I will carry these residuals overs to my September Salem Tear Tape distribution ordering for McLane NE.

Thanks, (Hope your vacation was fun!) Judy